



# News from the Frontier of Innovation

**May 2001**

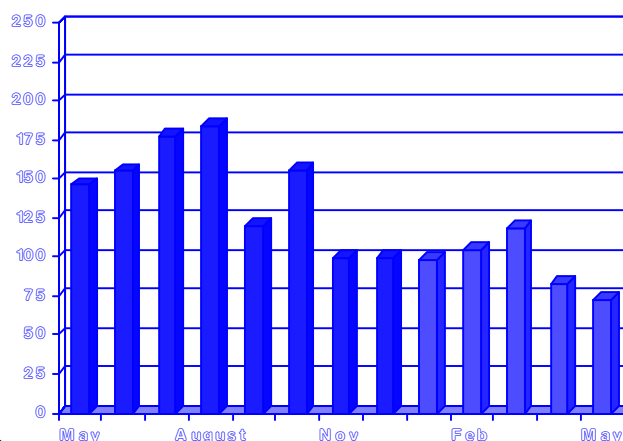
Monthly Activity Report from the Loudoun County Department of Economic Development  
Visit us on the Web at [www.loudounva.com](http://www.loudounva.com)

## New Prospect Activity:

Prospect activity for the month of May:

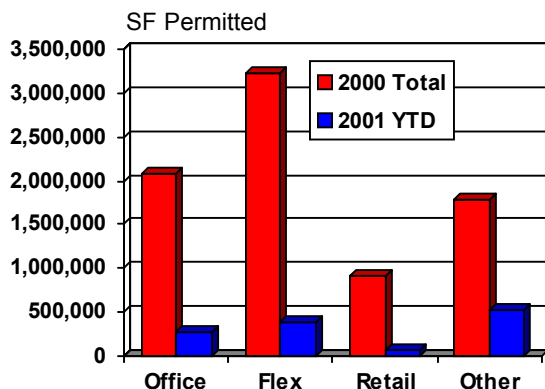
- @ Responded to 15 Requests for General Information
- @ Sent Out 7 Marketing Packages
- @ Delivered 6 Presentations
- @ Worked with 8 New and 36 On-Going Prospects
- @ Mailed Out 336 Farm Tour Brochures

**Total Prospect Activity**  
May 2000 - May 2001



## Construction Activity

**Nonresidential Construction**  
2000 Total and 2001 January - April



So far in 2001, Loudoun County has permitted 1,237,707 square feet of nonresidential construction. The combined value this month of new buildings (\$5,374,000) and alterations (\$5,627,411) is over \$11 million.

- Office - 0 SF in April (0 SF in March)
- Flex/Industrial - 251,664 SF in April (91,199 SF in March)
- Retail - 0 SF in April (0 SF in March)
- Other - 288,527 SF in April (225,819 SF in March)
- Taxable - 275,619 SF in April (136,777 SF in March)
- Route 28 - 19,021 SF in April (53,963 SF in March)

## Announcements: New Business

**Sears Logistics Services, Inc.** ([www.sears.com](http://www.sears.com)), a subsidiary of Sears, Roebuck & Company, leased the 68,350 square foot Building Four at ProLogis Park in Dulles. Construction on the building is expected to be completed by August 2001. The number of employees that will be hired by the warehouse and distribution facility has not been determined.

**Aerzone Business Center** ([www.laptoplane.com](http://www.laptoplane.com)) has opened a new 542 square foot facility at Dulles International Airport to ease the communications and computer needs of travelers. The business center, which is located at Concourse B next to Starbucks Coffee, features four cubicles fully equipped with a desktop computer, T-1 Internet access, a laptop connection, fax, printer, and multi-line telephone. Customers can also arrange to have their files printed at another Aerzone airport location and then pick them up after landing. Aerzone employs four full time employees

at this new location.

**Eagle Global Logistics (EGL,** [www.eagleusa.com](http://www.eagleusa.com)) has leased 83,888 square feet of space at Airport Commerce Center @ Dulles. Founded in 1984, the Houston, Texas-based company specializes in heavyweight freight transportation and related logistics services. EGL's Dulles distribution center employs 20. In addition to EGL's building, two other speculative buildings are being constructed at the park and are expected to be delivered by summer 2001.

## Existing Business

**Pan Am International Flight Academy** ([www.panamacademy.com](http://www.panamacademy.com)) is currently constructing a 57,000 square foot flight simulator training facility, which will replace its existing 23,800 square foot facility near America Online's headquarters in Dulles. Construction is expected to be completed by summer 2001.

## Noteworthy:

As part of the Virginia Economic Development Partnership marketing team, DED Business Ambassador Pam Treadwell attended the **International Development Research Council's (IDRC)** Pacific Northwest World Congress in Seattle, Washington this month. IDRC is the world's leading professional association for executives managing corporate assets, with over 2,700 members in 44 chapters around the world.

The Commonwealth of Virginia declared May 14 - 20 Business Appreciation Week. To recognize and thank local businesses, Chairman York also proclaimed it **Loudoun County Business Appreciation Week**. A proclamation was presented to the Loudoun County Chamber of Commerce, and the Department arranged for Chairman York to speak on WAGE News Talk 1200 AM Radio and Channel 3 News regarding the importance of our businesses. The Department also issued news releases to the media, and set up its marketing trade booth in the lobby of the Government Center Building with pictures depicting the various industries located in the county.

After six years of flying solo, **DED Agricultural Development Officer Lou Nichols** acquired two new staff members in May. Tricia Hankinson began May 1 as the Department's Rural Coordinator, and Warren Howell began his work as Agricultural Marketing Manager May 24. Welcome to Tricia and Warren!

Robyn Bailey gave a presentation and answered questions about Loudoun County at **Old Dominion University's Northern Virginia Center** May 9. The presentation was part of a special event for visiting head officials from individual schools of ODU's main campus, many of whom were visiting the ODU Northern Virginia Center for the first time.

**The Loudoun County Small Business Development Center** reports that as of the end of April, they have counseled 283 new and existing business clients, up from 218 clients by the same time last year. The SBDC staff counseled 86 clients this April, up 152% from the 34 clients counseled in April of 2000. Free upcoming SBDC seminars include "Understanding Financial Statements," "Start Your Business," and "Top 10 Legal Pitfalls." For more information check out the SBDC Web site at [www.loudounsbdc.org](http://www.loudounsbdc.org).

The **Howard Hughes Medical Institute (HHMI, [www.hhmi.org](http://www.hhmi.org))** invited over 70 Loudoun officials, community leaders, and members of the County staff to its Chevy Chase headquarters May 30 for an overview and discussion of its plans for Janelia Farm Park in Ashburn. Look here next month for more information on HHMI's plans to "expand biomedical knowledge and overcome disease" at its new Virginia research campus.

Washington, D.C. has been named one of five test cities for the **National Telework and Air Quality Pilot Project**. Sponsored by the Environmental Protection Agency and the National Environmental Policy Institute, the program encourages workers to "e-commute" by working from home part of the week. In exchange, car emissions saved by e-commuting will be tabulated into "pollution credits" by employees' companies using special tracking software, and these credits can then be sold for use by manufacturers or utility companies in the area, or donated to reduce overall pollution levels. For more information, go to [www.ecommute-nepi.org](http://www.ecommute-nepi.org).